

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-07 INR-07 LAB-04

NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 AGR-05 /042 W

----- 043702

R 190800Z JAN 76

FM USLO PEKING

TO SECSTATE WASHDC 5040

INFO AMCONSUL HONG KONG

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E.O.11652: N/A

TAGS: ETRD, CH

SUBJECT: PEKING FUR MINI-FAIR

INTRODUCTION AND SUMMARY: THE PEKING FUR FAIR HELD BY THE
NATIVE BY-PRODUCTS CORPORATION FROM JANUARY 7 TO 17
WAS QUITE SUCCESSFUL, AT LEAST IN THE EYES OF THE
CHINESE TRADING CORPORATION, BUT AMERICAN BUYERS DID
LITTLE BUSINESS. END SUMMARY AND INTRODUCTION.

1. CORPORATION OFFICIAL LI TIEN-JEN TOLD USLO OFFICERS
VISITING THE FAIR THAT ABOUT 130 BUSINESSMEN REPRESENTING
SOME 60 FIRMS ATTENDED THIS YEAR. A REASONABLE EXTIMATE
OF THE BUSINESS DONE WOULD BE \$7 TO \$7 MILLION. THE
FAIR WAS ORGANIZED BY THE NATIVE BY-PRODUCTS HEADQUARTERS;
THE PEKING, TIENTSIN, HOPEI, TALIEH, SHANGHAI, KIANGSU
AND CHEKIANG BRANCHES PARTICIPATED.

2. FOR MOST OF THE NON-AMERICAN BUSINESSMEN, THE PROB-
LEM WAS SHORTAGES OF GOODS AVAILABLE. MANY OF THE FUR
PRODUCTS, HIDES AND GARMENTS ATTRACTIVELY DISPLAYED IN
ONE WING OF THE HALL OF NATIONALITIES IN CENTRAL
PEKING WERE OUT OF STOCK. ONE MAJOR EUROPEAN TRADER
REPORTED HE HAD BEEN ABLE TO FILL ONLY TWENTY PER CENT
OF HIS ORDER LIST. PRICES REMAINED RELATIVELY STABLE,
CONSIDERING THE VOLATILE NATURE OF THE HIDES AND SKINS
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MARKET: HIDES ROSE AN AVERAGE OF 10PCT OVER LAST

YEAR, GARMENTS ONLY 3 PCT. LEATHER JACKETS WERE THE ONLY NEW PRODUCT LINE OFFERED.

3. AMERICAN BUSINESSMEN PRESENT INCLUDED STEPHEN DE GEORGE OF THE STROUDSBURG FUR DRESSING CORPORATION, STROUDSBURG, PA, AND MRS. D. STYLER, WHO WAS BUYING HOG BRISTLES FOR THE GERMAN FIRM OF HARRY G. ZENTNER. DE GEORGE BOUGHT NO FURS, SINCE THOSE HE SOUGHT WERE NOT AVAILABLE. HE HELD LENGTHY DISCUSSIONS WITH THE NATIVE PRODUCE CORPORATION ON SELLING A PROCESS TO IMPROVE THE TANNING OF CHINESE MINK SKINS, BUT WITHOUT RESULTS. ALVIN FLOREA OF FLOLINE-COBID LTD, HONG KONG ACTED AS AGENT FOR DE GEORGE AND DID SOME BUYING FOR OTHER CLIENTS IN HONG KONG. JOHN M.P. KAUFMANN OF THE KAUFMANN TRADING CORPORATION, N.Y., CAME TO CHINA FOR THE FIRST TIME TO EXAMINE CHINESE OFFERINGS OF HIDES AND SKINS. IN VIEW OF WHAT HE FELT WERE PROHIBITIVE US TARIFFS, HE MADE NO PURCHASES. JOHN T. KAMM ALSO ATTENDED AS REPRESENTATIVE OF THE NATIONAL COUNCIL FOR US-CHINA TRADE.

4. COMMENT: AMERICAN BUSINESSMEN AT THE FAIR ALL HAD FOREIGN CONNECTIONS WHICH WERE INVOLVED IN SECURING INVITATIONS. (WHEN USLO FIRST REQUESTED PERMISSION TO VISIT THE FAIR, WE WERE WARNED THAT NO AMERICANS WERE INVITED.) THIS PROBABLY REFLECTS ONLY A RECOGNITION OF MARKET REALITIES. GIVEN AMERICAN TARIFFS, EMBARGO OF CERTAIN SPECIES, AND MARKET PREFERENCES (CAT AND DOG ARE NOT YET CONSIDERED MODISH IN THE US), EUROPEAN BUYERS WILL PROBABLY BE THE MAIN TARGET OF NEXT YEAR'S FUR MINI-FAIR AS WELL.
THOMAS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FURS, TRADE FAIRS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976PEKING00109
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760020-0627
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760144/aaaabmyk.tel
Line Count: 93
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 21 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 MAY 2004 by ShawDG>; APPROVED <27 MAY 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PEKING FUR MINI-FAIR INTRODUCTION AND SUMMARY: THE PEKING FUR FAIR HELD BY THE
TAGS: ETRD, BEXP, CH
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006